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Many Voices.
One Community.

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Are You Technical? Proving Competency In Cyber

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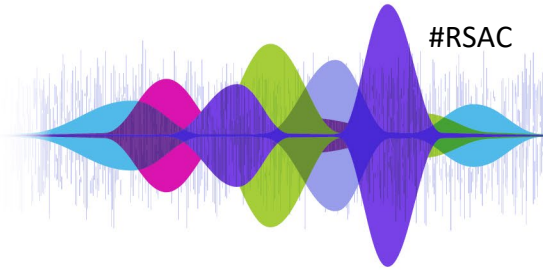

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Look Around You…

Today We Will Cover…

- Defining “Technical”
- Proving It
- The Problem
- Solutions

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Define Technical

(Go On, I Dare You)

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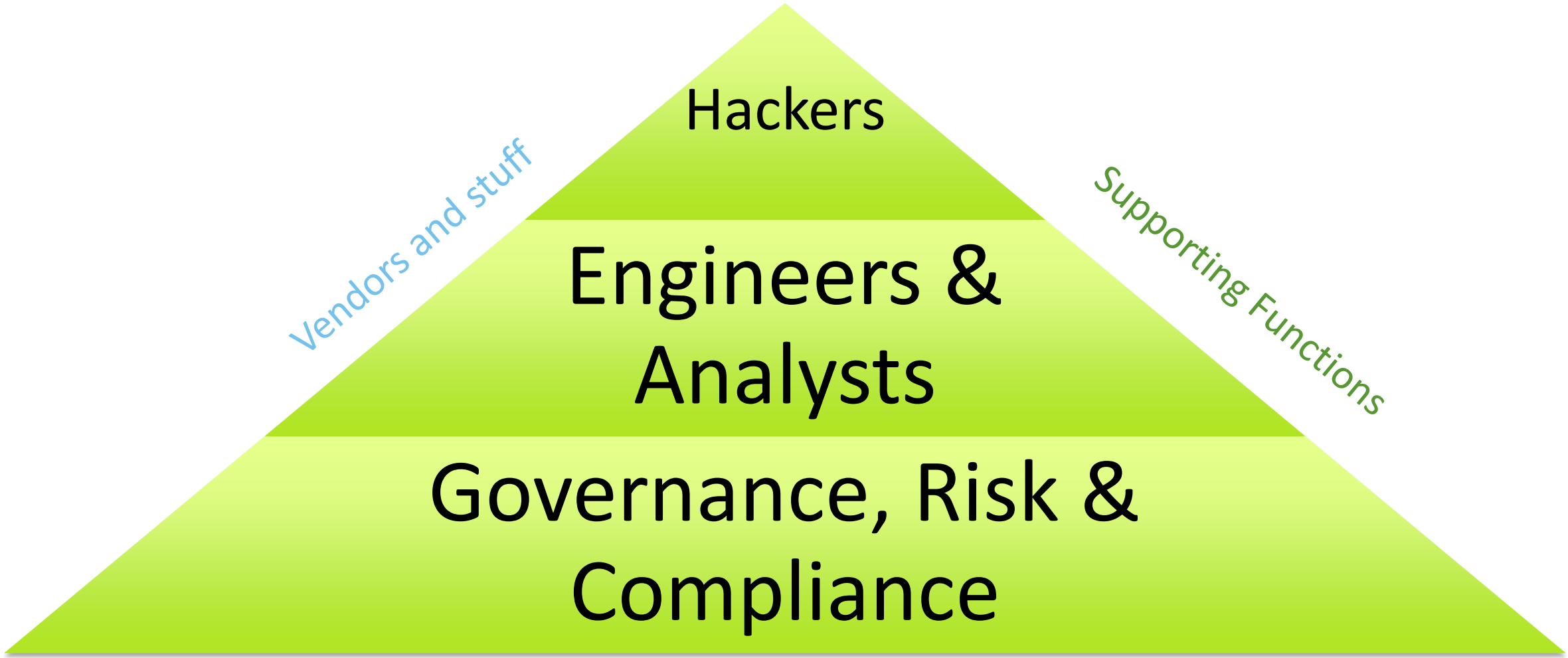
The Pyramid Of Security Legitimacy (POSL)



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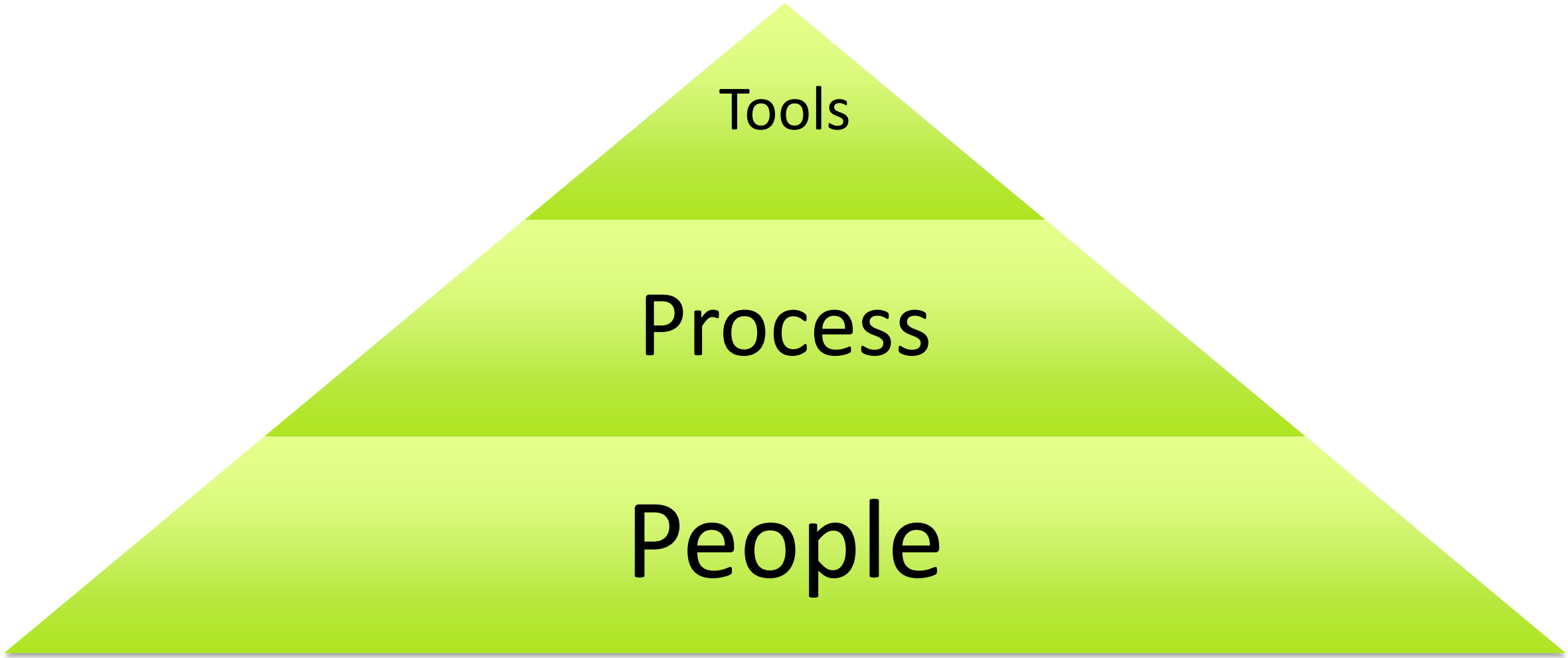
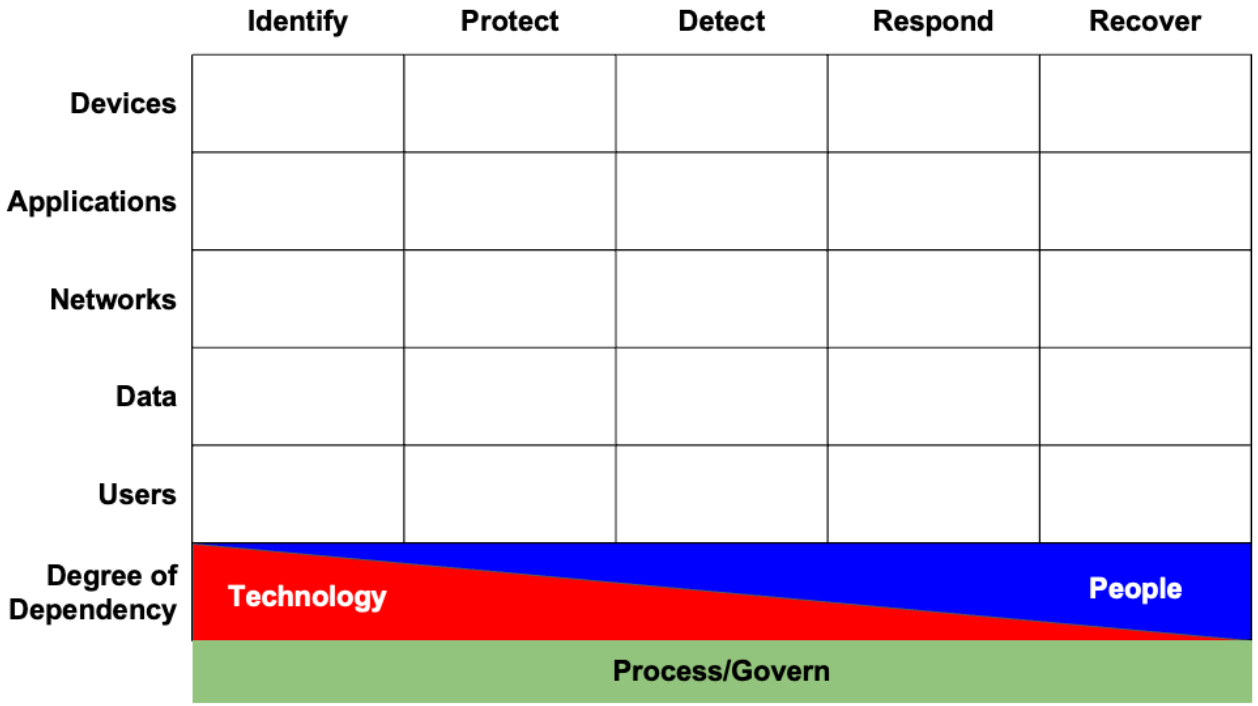
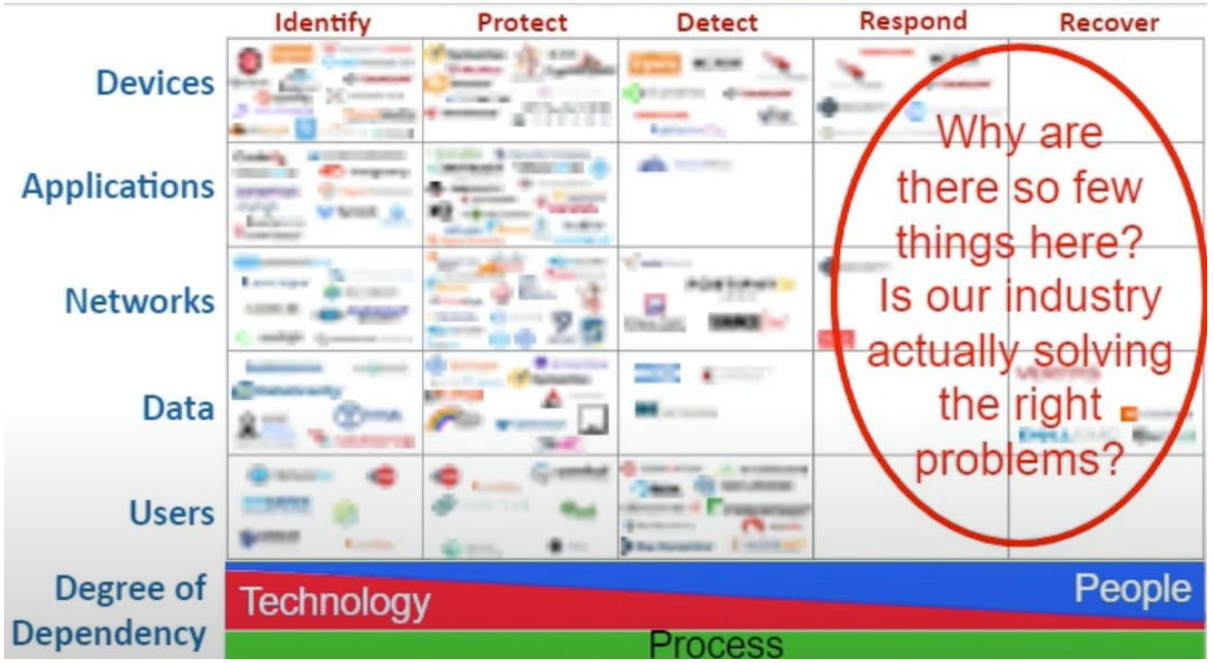


The Cyber Defense Matrix



A Blank Matrix



An Intentionally Blurry Security Vendor Mapping

Sounil Yu: https://cyberdefensematrix.com/

Why Do We Care?

Cyber is an IT Thing

Gatekeeping

Follow The Money

Technical = Senior

Branding

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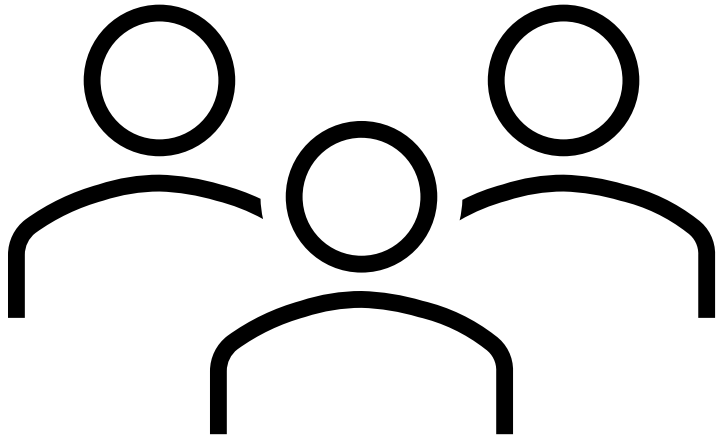

Do We Belong Here?

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Proving and Choosing

What Evidence Is There?

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“We Know It When We See It”

Skills-Based Training

On The Job Training

Simulations

Internships/Apprenticeships

Certifications

Choosing The Technical

Theoretical

Skills-Based Training
Simulations
Certifications

Applied

On The Job Training

Internships/
Apprenticeships

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Is This A Problem?

Do We Really Need To Ask?

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Gatekeeping

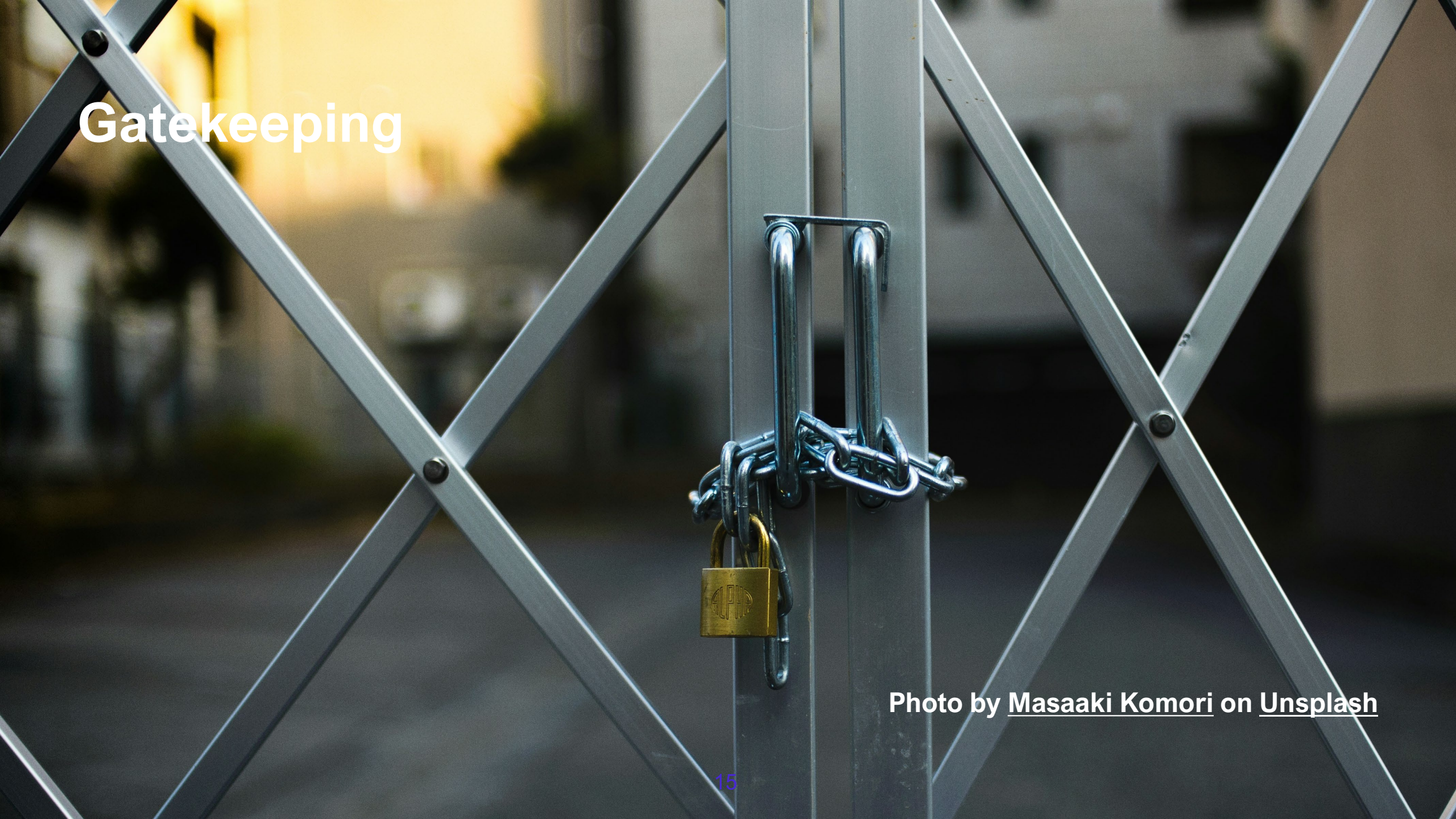


Photo by Masaaki Komori on Unsplash

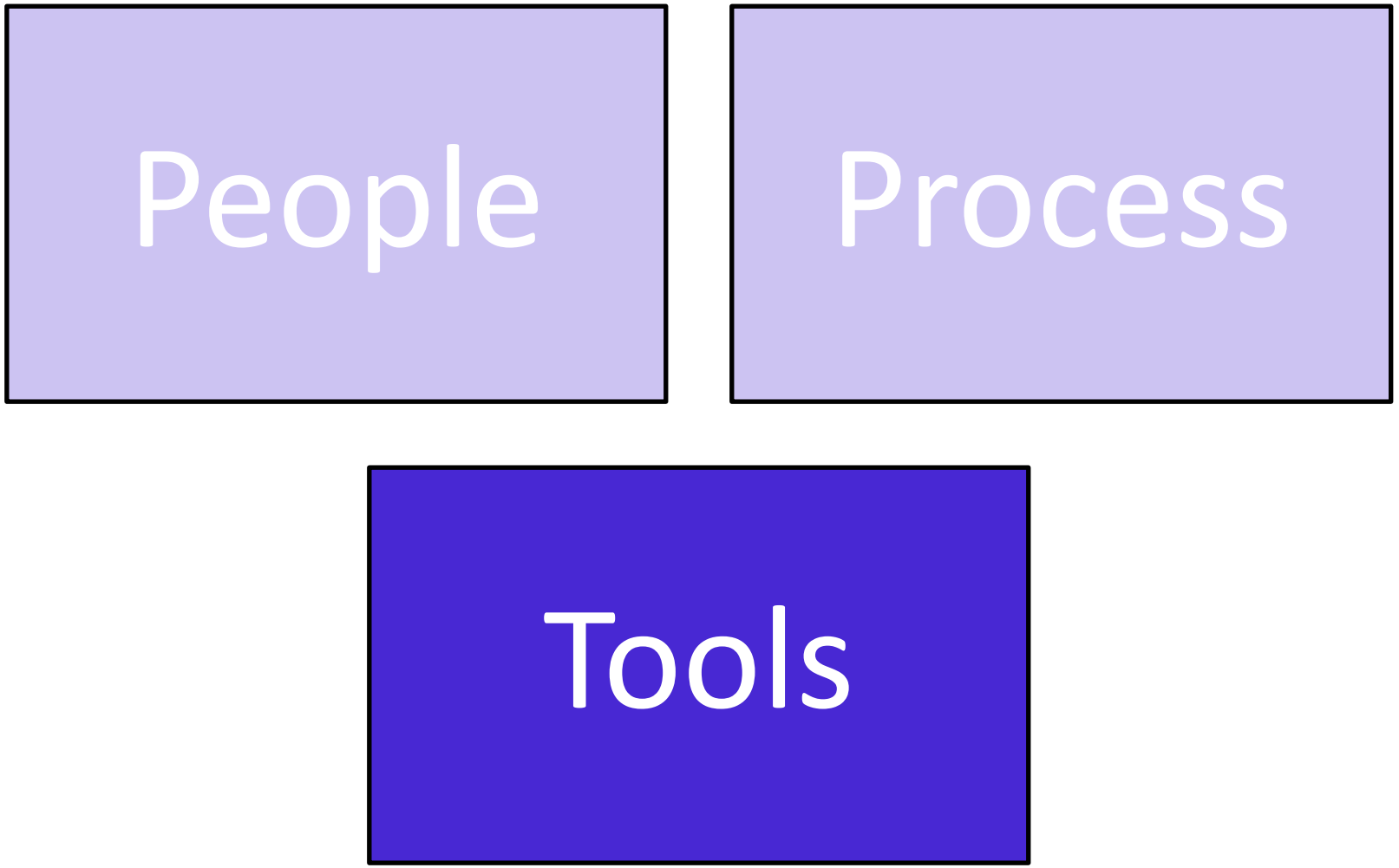
Narrow Cybersecurity Definition

People

Process

Tools

Narrow Cybersecurity Definition



Group Think

Short Sighted

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What Can The Industry Do?

(Lots)

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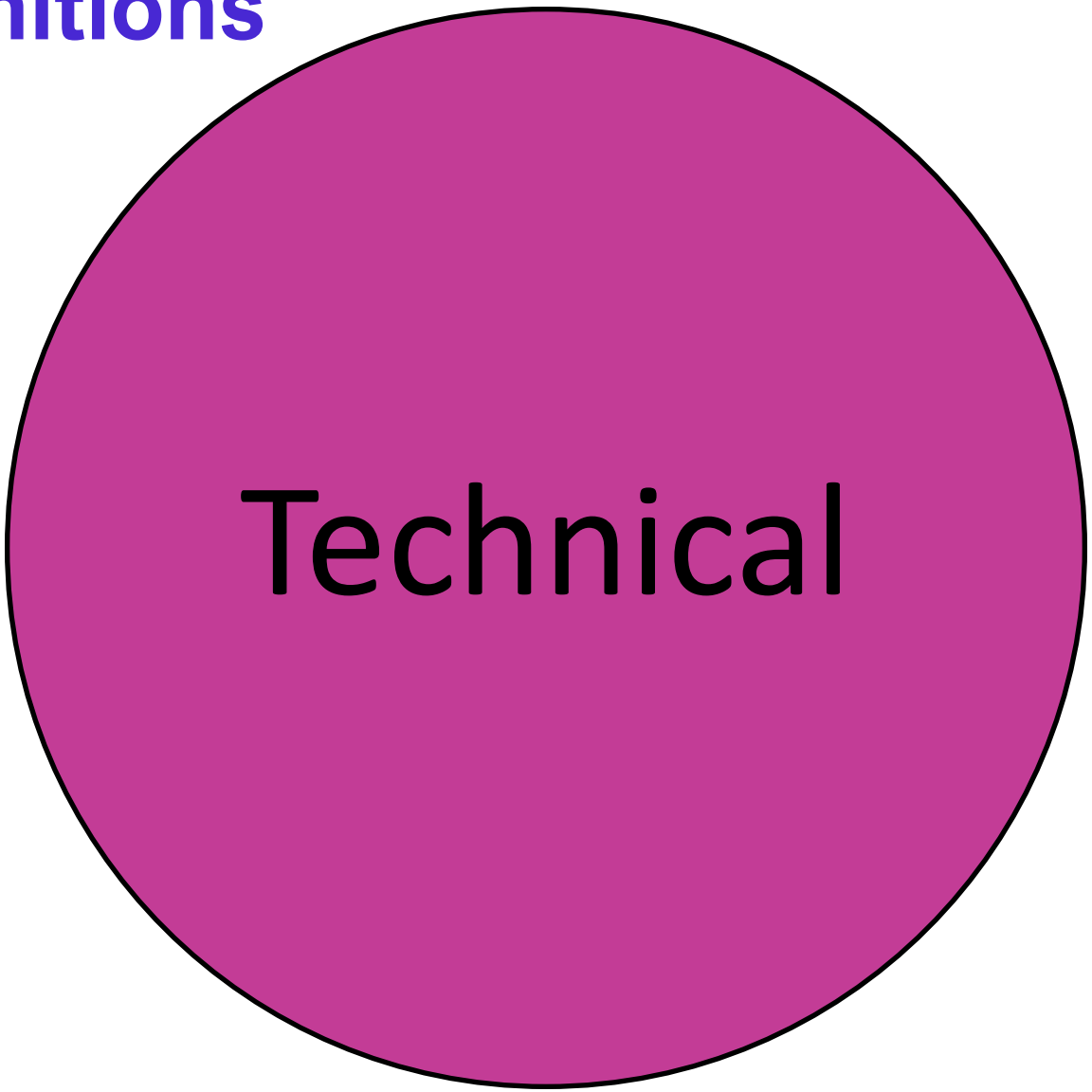
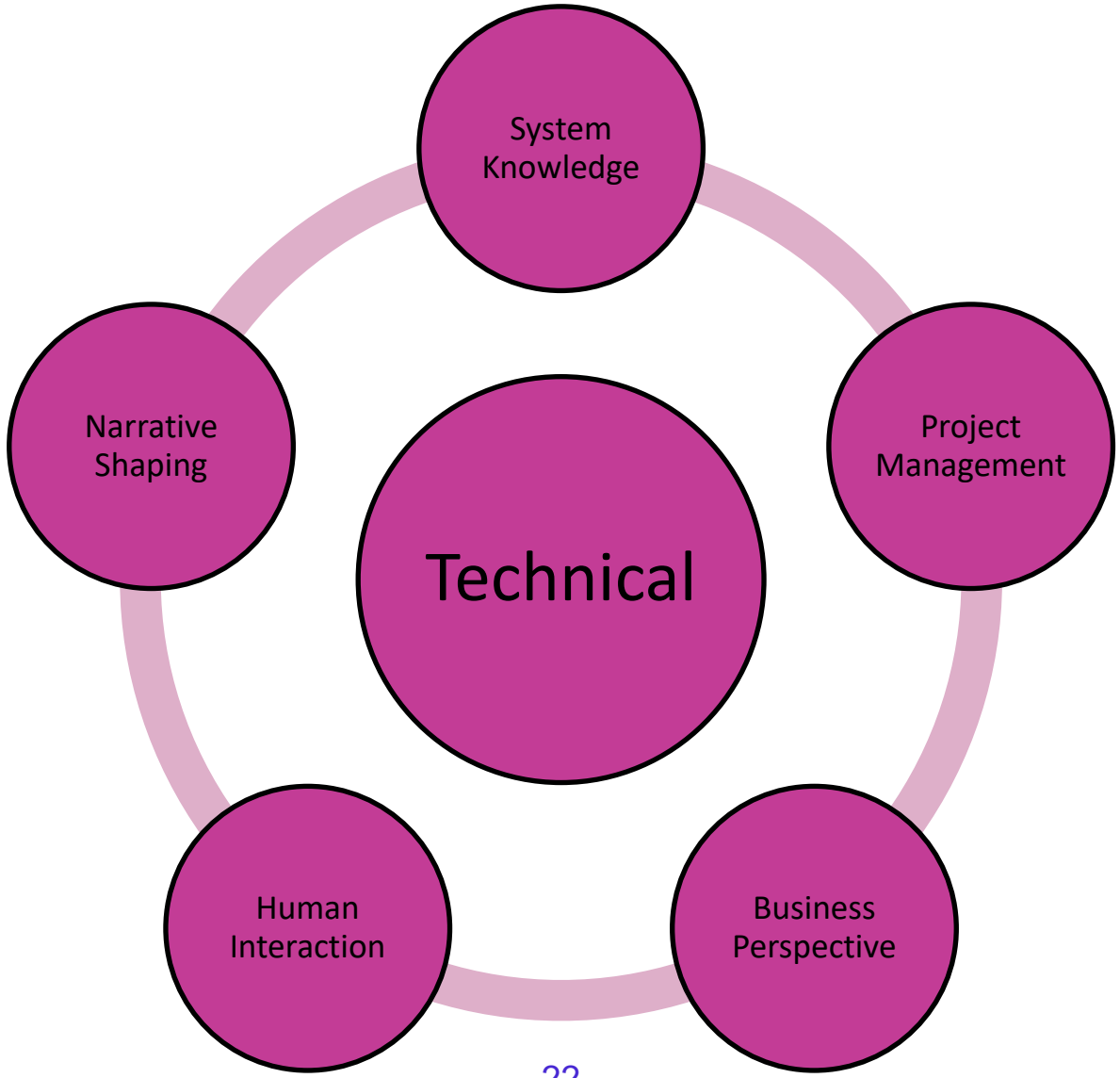
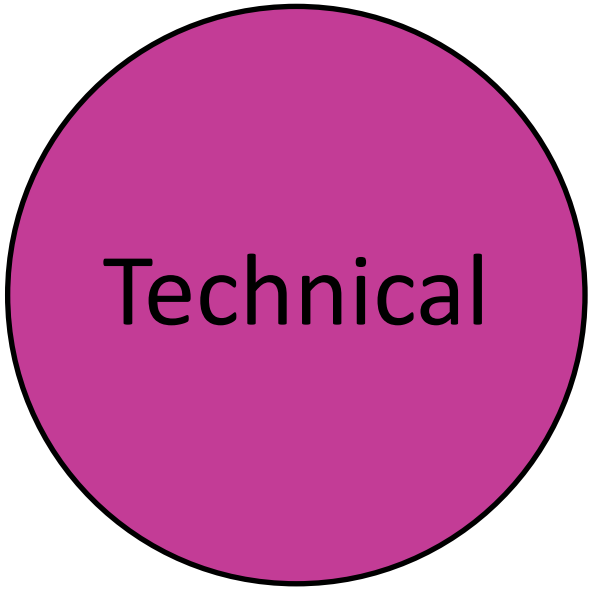
Expand Definitions



Expand Definitions



Deepen Definitions



Domains

- Engineering
- Policy
- Organization/Industry
- Privacy
- Process
- Design

Hire and Develop Differently

Photo by Fernando Gomez on Unsplash

This	Not This
Jobs to be done	Titles
Apprenticeships	Internships
Career Maps	Job Families
Stackable Credentials	Stand Alone Credentials
Potential	History

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What Can An Individual Do?

(Lots)

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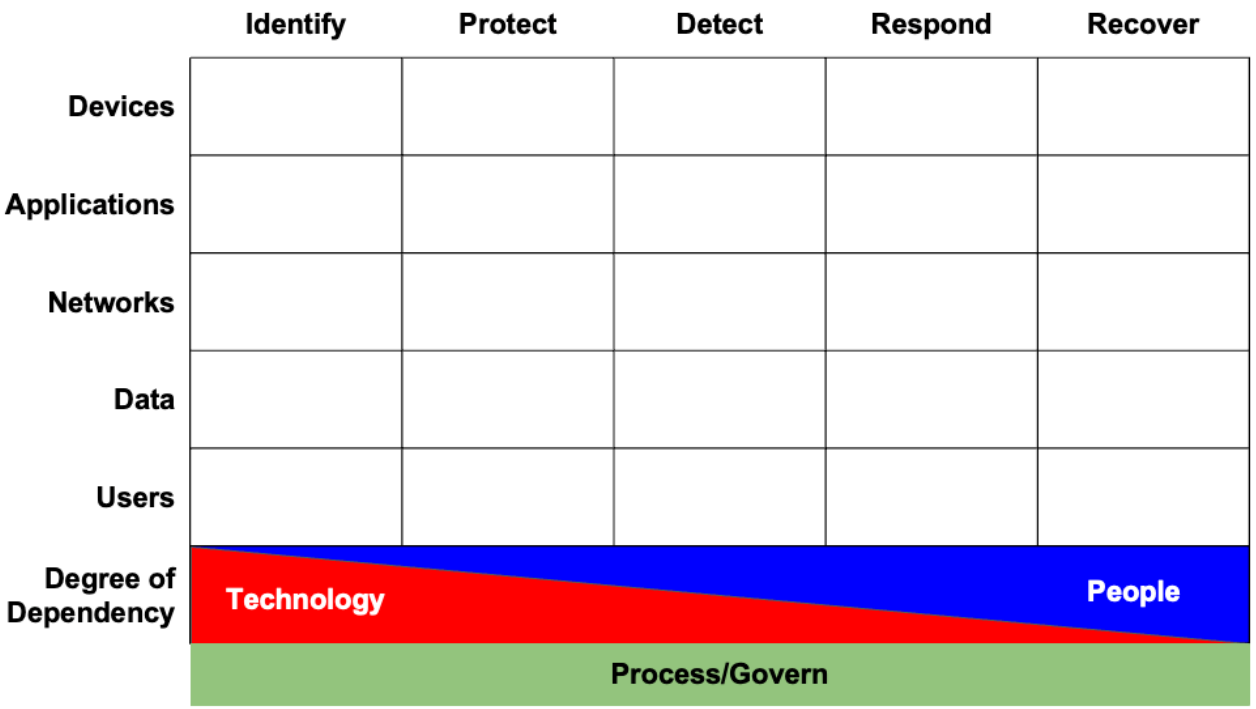
Create a Learning Plan

Include:

- Formal Education
- Conferences
- Coaches and Mentors
- On The Job Experiences



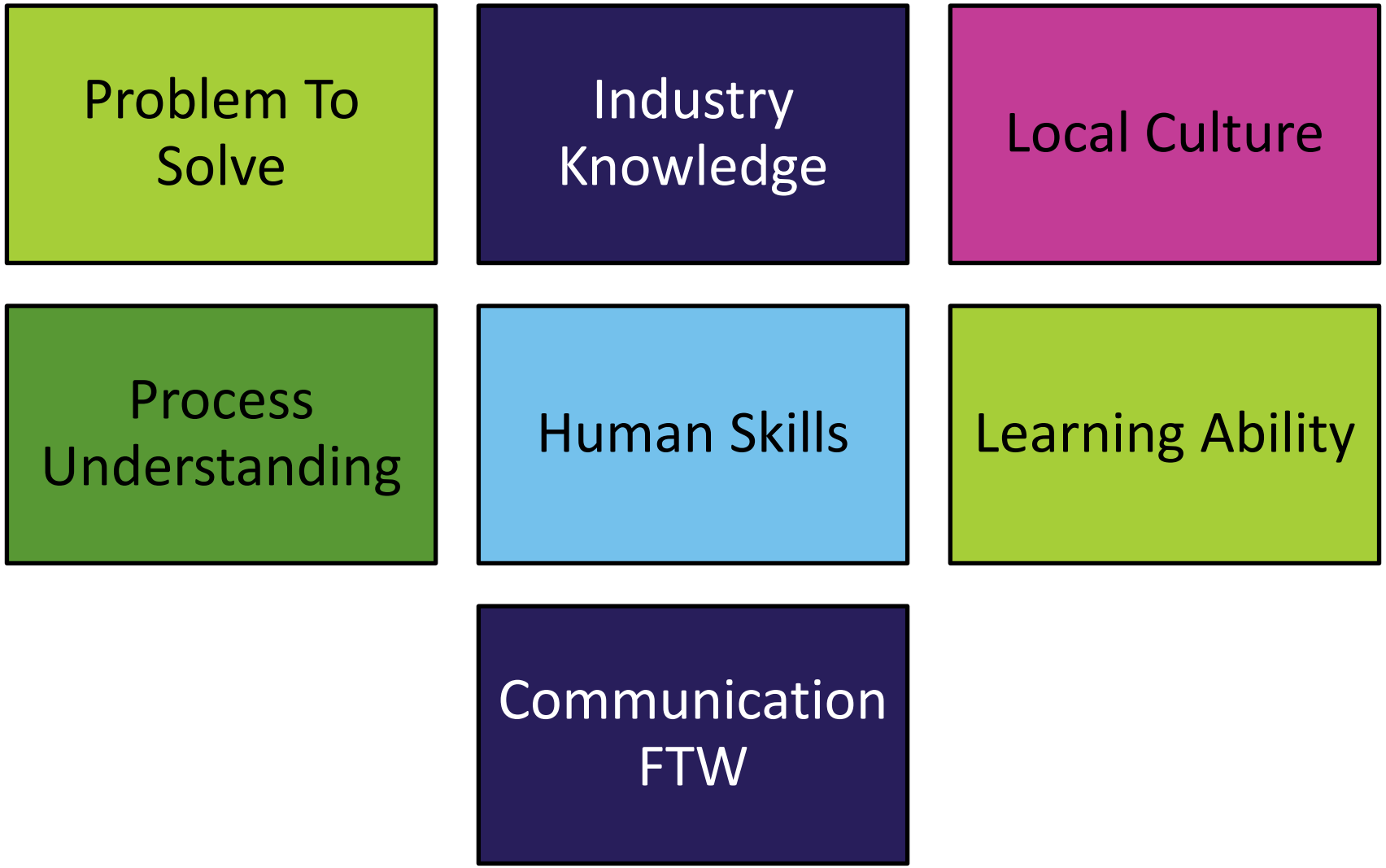
Sounil Yu: https://cyberdefensematrix.com/

Create a Career Map: Past and Future

Year	Positions	Skills & Competencies	Education, Training and Achievements	Professional Interests	Personal Interests

Pete Schramm “Pathfinders: Navigating Your Career Map with a Personal Board of Advisors”

Present Yourself Differently



When All Else Fails

Fake It ‘Til You Make It

Photo by Sander Sammy on Unsplash

Ignore ‘Em

Photo by I have no idea

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Do You Belong Here?

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Do You Need To Be Technical?

Yes

Do You Need To Be Technical Like Them?

No

Do You Belong Here?

YES

Apply It!

- Next week you should:
  - Revisit Your Resume
  - Build your LinkedIn Brand

- In the first three months following this presentation you should:
  - Build a Learning Plan

- Within six months you should:
  - Talk to your Manager and Mentor about a Career Map

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